

**Survey of Australian
Philanthropic Trusts and Foundations
2002**

survey policies
characteristics

*National Association for Grantmaking Family, Private,
Corporate and Community Trusts and Foundations*



PHILANTHROPY
Australia

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Preface



Philanthropy Australia is pleased to present the 2002 Survey of Australian Philanthropic Trusts and Foundations – the first such research project conducted in this country.

Philanthropy Australia is the national membership body for Australian grantmaking trusts and foundations; its mission is to promote and protect the interests of family, private, corporate and community giving in Australia. It works to improve public understanding and recognition of the relationship between philanthropy and the wellbeing of the community.

The 2002 Survey provides an important insight into this unique grantmaking community. It is an important first step in developing the knowledge base of the sector. We believe that it can be used by foundation staff and trustees to inform their day-to-day decision-making and by foundations and government when developing strategy and policy. We hope that it will inspire and assist further research into Australian philanthropy.

I would like to thank The Myer Foundation, whose generous support made the project possible; those individual members who provided feedback on the initial draft survey; and of course all those who completed the survey. Research for and analysis of the 2002 Survey of Australian Philanthropic Trusts and Foundations was carried out by an independent consultant, Ms Chris Brophy.

Philanthropy Australia plans to repeat the survey every two years and we encourage philanthropic organisations to participate in an endeavour designed to strengthen and support Australian grantmaking.

A handwritten signature in black ink that reads "Marigold Southey". The signature is written in a cursive, flowing style.

Marigold Southey AM
President
Philanthropy Australia

Contents

Executive summary	3
Section 1: Introduction and research objectives	6
1.1 Purpose of survey	6
1.2 Scope of survey	6
1.3 Data collection method	7
1.4 Validity of the survey sample	7
1.5 Degree to which design/wording of questionnaire or scope of survey may have affected results	8
1.6 Use of percentages in survey findings	8
1.7 Differences in financial reporting dates	8
Section 2: Characteristics of responding trusts/foundations	9
2.1 Location of respondents	9
2.2 Age of responding trusts/foundations	9
2.3 Type and legal status of respondents	10
2.4 Governance	10
2.5 Management structure	11
2.6 Assets and investments	13
Section 3: Grantmaking policies and practices	14
3.1 Grantmaking frequency	14
3.2 Multi-year funding	14
3.3 Lodgement of grant applications	14
3.4 Information for grant applicants	14
3.5 Restrictions on grant applicants	15
3.6 Responsibilities for grantmaking	16
3.7 Grantmaking priorities	17
Section 4: Grants made in last financial year	20
4.1 Success rate for applicants	20
4.2 Rate of grant applications	20
4.3 Value of grants made	20
4.4 Distribution of grants made	21
4.5 Grantmaking projections for current year	24
Bibliography	25
Appendix: Detailed summary of responses to 2002 survey questionnaire	26
Index to tables and graphs	42

Executive summary

The 2002 Survey of Australian Philanthropic Trusts and Foundations is the first survey of this nature undertaken by Philanthropy Australia, the peak body for Australian grantmaking trusts and foundations.

Although Philanthropy Australia estimates Australia has several thousand philanthropic trusts and foundations, there is no firm data currently available on the total number, size and nature of these trusts and foundations. This inaugural survey was undertaken by Philanthropy Australia to address this lack and to provide a basic framework for subsequent regular surveys of Australia's philanthropic sector.

Data for the survey was collected via a self-completion questionnaire mailed in November 2002 to a target group of 196 individual philanthropic trusts/foundations taken from the Philanthropy Australia mailing list. A target group of this size cannot adequately represent the entire Australian philanthropic sector. Rather, it should be seen as a legitimate starting point to begin mapping the sector.

The survey report has been based on an analysis of the 63 questionnaires (32% of those distributed) which were completed and returned to Philanthropy Australia by January 31, 2003.

Summary of main findings

In this first Philanthropy Australia survey of Australian philanthropic trusts and foundations, because of the small size of the survey sample compared to the probable size of the entire Australian philanthropic sector, the findings outlined in this report must be read as indicative rather than definitive.

Concentration of trusts/foundations in Victoria

- The survey indicates that the majority of trusts and foundations are located in Victoria.
- The reasons for the preponderance of Victorian-based trusts/foundations may partly be due to historical reasons that encouraged the early establishment of trusts/foundations in Melbourne, however the majority (53%) of responding trusts/foundations established since 1980 are also Victorian-based.
- This concentration of trusts/foundations in Victoria appears to have had a significant impact on the greater amounts of grant monies directed to Victorian applicants by Victorian-based trusts/foundations in the last financial year.

Impact of geographic location of trusts/foundations

- More than half the respondents restrict grantmaking to a particular state or territory and the particular state or territory to which trusts/foundations restrict their grantmaking is most often that in which the trust/foundation is located.
- A similar tendency is even apparent with responding trusts/foundations that grant Australia-wide. With these trusts/foundations, the largest amount granted tends to be directed to recipients in the home state of the granting body. This was particularly the case with Victorian-based trusts/foundations that grant Australia-wide.

Governance of trusts/foundations

- Responding philanthropic trusts/foundations have an average of eight board members/trustees (median 7) that meet on average six times a year (median 4.5).
- Most board members/trustees:
 - are not compensated financially for their board service (84%)
 - are not reimbursed for expenses incurred performing trust/foundation business (59%)
 - do not provide professional services for their trust/foundation (71%), but if they do, are less likely to be paid for performing these services
 - are not permitted to make discretionary grants (89%)
 - are covered by liability insurance (64%).
- Trusts/foundations that compensate board members/trustees financially for board service are more likely to be government bodies and the form of compensation is most likely to be an annual director's fee (average annual amount \$9,857).
- The most common written policies on board composition cover maximum/minimum terms and conflict of interest, however policies on gender equity, racial and skills diversity were far less common.
- The majority of responding community foundations, operating trusts and private trusts/foundations produce a publicly available annual report with audited accounts. Family and corporate trusts/foundations were much less likely to do so.

Management structure

The majority (73%) of responding trusts/foundations do employ some paid staff, however the number of paid staff is generally low (a median of three).

- Annual average administration costs were \$1,159,161 and the median was \$208,987. The median for administration costs as a percentage of grants made was 27%. In other words, for every \$100 granted, \$27 was spent on administration costs.
- The most common management functions to be outsourced were financial functions and legal functions.

Assets and investments

- The majority (53%) of responding trusts/foundations source all or part of their operating funds from a corpus or endowment of capital funds. The average value of capital funds for each of these trusts/foundations was \$15,539,739 (median \$7,000,000).
- 29% of responding trusts/foundations receive an annual allocation from a parent company. The average annual allocation from a parent company for trusts/foundations receiving such allocations was \$2,816,667 (median \$1,570,000).
- More than half of responding trusts/foundations (59%) managed at least a portion of their investment portfolio in the previous year and almost half (49%) used an external investment adviser. 62% have a written investment policy.

Grantmaking policies and practices

- The most common grantmaking frequencies were equally once a year or twice a year.
- Assessment of grant applications was most commonly undertaken by a combination of both board and staff members (40%) whereas monitoring of grant recipients was more commonly the sole responsibility of paid staff (54%).
- Three quarters of respondents accept unsolicited applications for funding. In addition, 45% of these also approach specific applicants to invite them to apply for funding.
- The majority of respondents (70%) will fund projects that require multi-year funding.

- More than three quarters of all survey respondents have written guidelines for grant applicants.
- The most common mandatory requirement for grant applicants was Deductible Gift Recipient (DGR) status and more than half the responding trusts/foundations also required or preferred that applicants had an Australian Business Number (ABN).

Grantmaking exclusions

More than half all respondents exclude the following types of grant applicant:

- For-profit organisations (67%)
- Government organisations (60%)
- Political organisations (60%)

More than half all respondents will not fund the following types of activities/purposes:

- Political activities (68%)
- Deficit funding (63%)
- Fundraising (55%)
- Religious activities (54%)
- Provision of funds to other grantmakers (52%)

Grantmaking priorities

The most common program area priorities for grantmaking were:

- Social services/welfare (59%)
- Health (57%)
- Education (49%)

The most common population group grantmaking priorities were:

- Youth (48%)
- Children (43%)
- Economically disadvantaged people (40%)

A comparison of program area priorities with total value of grants made last year in each program area revealed that apart from some minor variations in ranking, there is a high degree of alignment between priorities set by trusts/foundations and the program areas to which they actually direct their grants.

Grants made in last financial year

Note: Because of differences in financial year reporting dates used by respondents, the 'last' financial year may or may not be July 2001 – June 2002 or January to December 2001.

Last financial year:

- A total of 19,257 grant applications were received by responding trusts/foundations and a total of 5,281 grants made. This constitutes a 27% applicant success rate overall.
- The total value of all grants made was \$140,455,651.
- The main reason given for applicant failure was insufficient available funds (54%).
- The top four program areas receiving the most support in terms of value of all grants made were:
 - Health (30%)
 - Social services/welfare (19%)
 - Education (15%)
 - Arts and culture (11%)

Grantmaking predictions

Encouragingly, 41% of trusts/foundations project that they will award more grants in their current financial year than they did in the previous year and only a small minority (16%) expect to make less grants.

Important note on the size of the survey target group

Although Philanthropy Australia estimates there are probably several thousand charitable trusts and foundations in Australia, the exact number and nature of these trusts and foundations is unknown. Because of the current lack of a comprehensive list of Australian philanthropic trusts and foundations, a decision was made to use the 196 known trusts and foundations on the Philanthropy Australia mailing list as the 2002 survey target group.

While it is acknowledged that the target group for this first survey is too small to adequately represent the entire Australian philanthropic sector, the proportion (32%) and types of trusts/foundations that responded to the 2002 survey does constitute a representative sample of the target group used.

However, because of the small size of the survey sample compared to the probable size of the entire Australian philanthropic sector, the findings outlined in the report of the 2002 survey must be read as indicative rather than definitive.

In subsequent years, as this confidential survey process is repeated by Philanthropy Australia, it is hoped that philanthropic bodies will increasingly recognise the value of contributing data to the survey so that over time, the size of the survey target group will expand and become more representative of the entire sector.

Section 1: Introduction and research objectives

1.1 Purpose of survey

Philanthropic trusts and foundations make a very important contribution to Australian society; however, the exact number or nature of these trusts and foundations is unknown because Australia lacks a publicly available, comprehensive set of data on the size and activities of Australian philanthropic trusts and foundations.

Philanthropy Australia, the peak body for Australian grantmaking trusts and foundations, estimates there are probably several thousand charitable trusts and foundations in Australia.

Mark Lyons, Professor of Social Economy at the University of Technology Sydney, who has researched and published extensively on Australian nonprofit organisations and civil society, stated in his book, *Third sector: the contribution of nonprofit and cooperative enterprise in Australia*, that:

"It is impossible to estimate how many charitable trusts there are in Australia."

Lyons offered the following explanation for this phenomenon:

"One of the many distinguishing features of Australian philanthropy is its secretiveness. Many individuals or companies who make gifts do not like this to be known. They claim to fear that others will then seek support and take up their time. Charitable trusts are, to varying degrees, infected with the same spirit... As a result of this secrecy, it is very difficult to obtain accurate information about them."

(Lyons: 2001, p.93)

Corporate Good Works, an Australian company dedicated to bringing businesses and not-for-profit community organisations together to benefit society, has also commented on the reluctance of corporations to disclose information on their philanthropic activities. In their recently released review of the effectiveness of community programs supported by Australia's top 100 companies (the *Effective Philanthropy Report 2003*) they stated that:

"45 of the top [100] companies either do not appear to support community causes or do not publicly report on them."

(*Effective Philanthropy Report 2003*
[www.corporategoodworks.com.au/
report/2003/findings.html](http://www.corporategoodworks.com.au/report/2003/findings.html))

This current lack of firm data about the Australian philanthropic sector has limited the capacity of Philanthropy Australia to demonstrate adequately the social contribution made by the Australian philanthropic sector and to advocate as effectively as possible on behalf of philanthropic bodies.

The 2002 Survey of Australian Philanthropic Trusts and Foundations aims to gather information about the characteristics and grantmaking activities of known Australian philanthropic trusts/foundations so that a more comprehensive and accurate understanding of the Australian philanthropic sector may be developed.

This is the first survey of its kind conducted by Philanthropy Australia and is intended to provide a basic framework for subsequent regular surveys of Australia's philanthropic sector.

Information gathered through this inaugural survey will be used to:

- More effectively demonstrate to media, government and the public in general the valuable social contribution made by Australian philanthropic trusts and foundations
- Develop industry benchmarks to inform and guide the operation and management of philanthropic trusts and foundations in Australia
- Develop a set of standardised reporting categories for the grantmaking activities of the Australian philanthropic sector
- Inform the ongoing development of services and programs offered by Philanthropy Australia.

1.2 Scope of survey

For the purpose of the 2002 survey:

- The survey questionnaire was aimed at individual trusts and foundations
- Philanthropic activities of individuals or corporations not associated with a separate philanthropic trust or foundation were excluded
- Grants were to include actual monies granted and/or the monetary equivalent of in-kind support provided to grantees
- All responses to questions were to be confined to the grantmaking activities of trusts/foundations and were not to include information on any other business conducted by parent organisations.

1.3 Data collection method

Data for this survey was collected via a self-completion questionnaire. Data supplied in each questionnaire returned to Philanthropy Australia remains confidential and individual trusts and foundations are not identified in any part of the survey report.

The questionnaire was developed by the consultant coordinating the survey in conjunction with Philanthropy Australia. During the development phase, representatives from a range of trusts and foundations took part in a trial of the draft questionnaire and provided valuable feedback on its subsequent structure and content. A full list of questions included in the survey questionnaire is available in the Appendix to this report.

On 25-26 November 2002, using a mailing list supplied by Philanthropy Australia, 196 questionnaires and Reply Paid return envelopes were mailed out to individual philanthropic trusts and foundations.

A detailed summary of the data on which survey findings have been based is available in the Appendix to this report.

1.4 Validity of the survey sample

1.4.1 The survey target group

As previously mentioned, Philanthropy Australia estimates there are probably several thousand charitable trusts and foundations in Australia. Because of the lack of information about Australian trusts and foundations, establishing a comprehensive list of existing Australian trusts and foundations was not possible, so a decision was made to use the known trusts and foundations on the Philanthropy Australia mailing list as the survey target group.

It is acknowledged that a target group of this size (196 trusts/foundations) cannot adequately represent the entire Australian philanthropic sector. Rather, given

the current lack of firm information on the sector, the target group used for this inaugural survey should more appropriately be seen as a legitimate starting point to begin mapping the sector.

In subsequent years, as this confidential survey process is repeated by Philanthropy Australia, it is hoped that philanthropic bodies will increasingly recognise the value of contributing data to this survey so that over time the size of the survey target group will expand and become more representative of the entire sector.

1.4.2 Questionnaire response rate

Of the 196 individual trusts and foundations that received questionnaires:

63 (32%) Completed and returned their questionnaire by 31 January 2003 (the final cut off date for the survey). Three of these responses were anonymous.

10 (5%) Notified the survey coordinator that they would not be participating in the survey (primarily because their organisation had no separate trust or foundation and so fell outside the scope of the survey).

2 (1%) Completed and returned questionnaires too late to be included in this report.

121 (62%) Did not respond to the survey.

This report is based on the data contained in the 63 questionnaires that were completed and returned before the end of January 2003 which is a 32% return rate for questionnaires mailed out.

Given this is the first survey of this nature undertaken by Philanthropy Australia, the questionnaire return rate compares reasonably well with recent similar New Zealand and United States surveys of philanthropic trusts and foundations, as shown in the following table:

Table 1: Comparison of Australian, New Zealand and United States surveys

Survey	Questionnaires distributed	Questionnaires returned	% Return rate*
Philanthropy Australia 2002	196	63	32%
Philanthropy New Zealand 1998	340	90	26%
Philanthropy New Zealand 2002	130	72	55%
Association of Small Foundations (US) 2001	2,645	870	33%
Association of Small Foundations (US) 2002	2,750	976	35%

* Percentages are rounded to the nearest whole number.

The spread of types of trust/foundation in the Philanthropy Australia survey respondent group was fairly even (see Table 4 in Section 2 of this report) with no particular type of trust/foundation dominating.

In conclusion, while the target group for this 2002 survey is too small to adequately represent the entire Australian philanthropic sector, the proportion (32%) and types of trusts/foundations who responded does constitute a representative sample of the target group used.

1.5 Degree to which design/wording of questionnaire or scope of survey may have affected results

There are two major issues that should be taken into account when considering the data collected for this survey:

1) Absence of category for government bodies:

The questionnaire lacked a trust/foundation type category or legal status category for government bodies. While only six of the 'Other' responses for trust/foundation 'Type' and 'Legal status' were from government bodies, responses from these bodies were frequently at the high end of results for most questions. For example, they tended to have higher numbers of grant applications received and grants made and higher values for grants made, annual allocations and administration costs.

In subsequent surveys, the inclusion of a separate 'type' and 'legal status' category for government bodies would be advisable. In this survey, wherever necessary and possible, the impact of the inclusion of data from government bodies is explained.

2) Lack of data for trusts/foundations managed by Australian trustee companies:

Many of Australia's private and family trusts/foundations are managed by trustee companies. However, as previously stated, the 2002 survey questionnaire was designed to capture data about Australian trusts/foundations on an individual basis. It would be an onerous task for each trustee company to complete an individual questionnaire for each of the many trusts and foundations they manage. Consequently, this survey concentrated on known trusts and foundations that have their own contact addresses and lacks data from trusts and foundations managed by trustee companies.

In subsequent years, if a workable means of capturing data held by trustee companies were developed, the results from this annual survey process would be more valid for the entire Australian philanthropic sector. The data gathered in this inaugural survey will prove valuable in developing such a workable means.

Minor instances where design/layout of the questionnaire may have affected the integrity of the data collected are indicated either through notes in the main text or notes appended to the question by question data analysis in the Appendix to this report.

1.6 Use of percentages in survey findings

Throughout this report, unless otherwise indicated, percentages are based on the total number of questionnaire respondents (63) and figures are rounded to the nearest whole number.

1.7 Differences in financial reporting dates

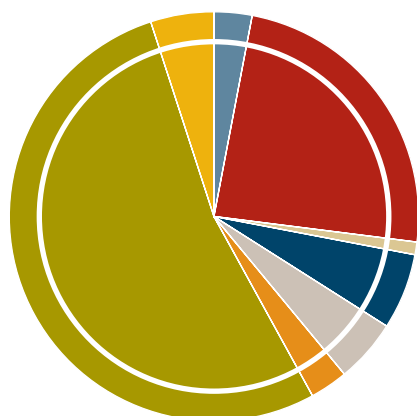
Not all trusts/foundations use the same accounting year period. While the majority of respondents (77%) use a July 1 – June 30 financial year, 21% operate using a January – December financial year.

Section 6 of the questionnaire sought information on 'Grants made in the last financial year' and Section 7 included questions on assets 'in the last financial year'. For this reason, data from these sections relates to the most recent complete financial year for each trust/foundation, which may or may not be the 2001 calendar year or the 2001–02 financial year.

Section 2: Characteristics of responding trusts/foundations

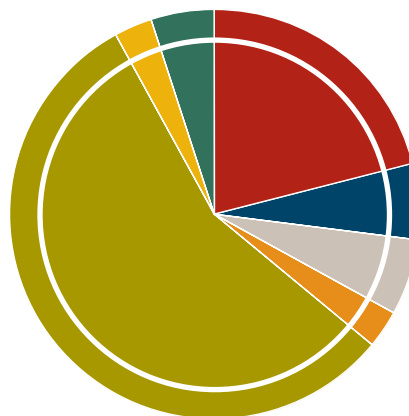
Table 2: Geographic location of survey target group and respondents

Received questionnaire



ACT	3%
NSW	24%
NT	1%
QLD	6%
SA	5%
TAS	3%
VIC	53%
WA	5%

Returned questionnaire



ACT	0%
NSW	21%
NT	0%
QLD	6%
SA	6%
TAS	3%
VIC	56%
WA	3%
Anonymous	5%

2.1 Location of respondents

The composition of both the survey target group and survey respondents indicates that the majority of trusts and foundations are located in Victoria. As will be shown later, this concentration of trusts/foundations in Victoria appears to have a significant impact on the geographic distribution of grants by trusts/foundations.

Mark Lyons, in his book *Third sector: the contribution of nonprofit and cooperative enterprise in Australia*, offered the following explanation for the high number of trusts/foundations in Victoria:

"Many of the trusts that operate in Australia are based in Melbourne, a product of that city's once pre-eminent role as Australia's business capital and apparently because for many years the state's death duties legislation encouraged the formation of charitable trusts."

(Lyons 2001: p.92)

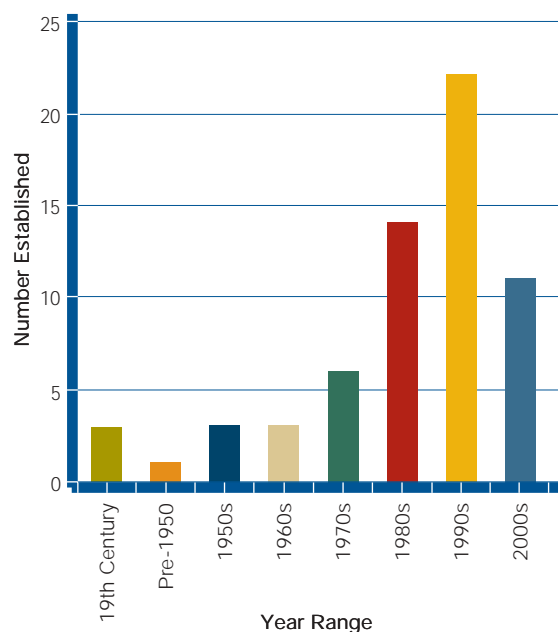
2.2 Age of responding trusts/foundations

The majority of responding trusts/foundations (57%) were established in the 1980s and 1990s. Only three (5%) were established in the 19th Century and eleven (17%) since the turn of this century (2000–02).

While Mark Lyons has offered historical reasons for the preponderance of Victorian-based trusts and foundations (see above), the majority of responding trusts/foundations established in the period since Australian death duties were abolished are also Victorian-based trusts/foundations.

Of the 47 responding trusts/foundations established since 1980, 25 (or 53%) are Victorian-based.

Table 3: Establishment date of responding trusts/foundations



2.3 Type and legal status of respondents

The type of trust/foundation responding was spread fairly evenly across all five categories provided, as shown in the chart below:

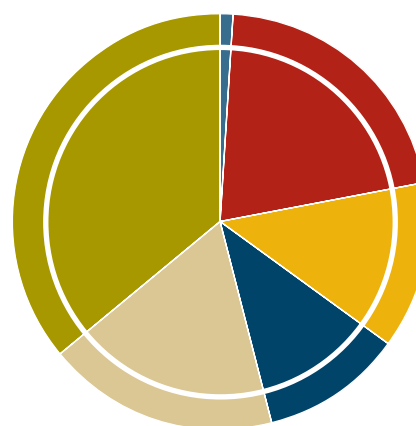
Table 4: Types of trusts/foundations



Family	16%
Private	13%
Corporate	21%
Community	19%
Operating	18%
Other	13%

In contrast to the fairly even spread of trust/foundation type, 'Charitable institution' was the most common legal status held by responding trusts/foundations (23 or 36%).

Table 5: Legal status of trusts/foundations



No response	1%
Other	21%
Ancillary	13%
Prescribed	11%
Private	18%
Charitable	36%

Six of the 'Other' responses for trust/foundation 'Type' and 'Legal status' were government bodies. This points to a need for the inclusion of a separate category for government bodies as additional 'Type' and 'Legal status' categories in subsequent surveys.

2.4 Governance

The average number of board members/trustees for responding trusts/foundations was eight (median 7).

The average number of board meetings held annually was six (median 4.5).

2.4.1 Compensation of board members/trustees

Most board members/trustees:

- Are not compensated financially for their board service (84%)
- Are not reimbursed for expenses incurred performing trust/foundation business (59%)
- Do not provide professional services for their trust/foundation (71%).

Those trusts/foundations that compensate board members/trustees financially for board service are more likely to be government bodies (5 of the 10 organisations which pay board members/trustees) and this compensation is most often in the form of an annual director's fee or salary rather than an honourarium. One other type of compensation for board service reported by a single trust/foundation was a trustee's commission on grants made up to a legally approved limit.

The average annual amount paid for board service was \$9,857 (median \$7,000) and the average and median amount per board meeting was \$125.

The majority of the 15 trusts/foundations that do allow board members/trustees to provide professional services for their trust/foundation do not pay the board members/trustees for performing these services (8 of the 15 or 53%).

2.4.2 Policies on board composition and practices

Accountability

The majority of responding trusts/foundations (36 or 57%) produce a publicly available annual report including audited financial accounts and almost three quarters (72%) of these have a foundation date later than 1980. This perhaps indicates a greater awareness or acceptance of public accountability responsibilities among more recently established trusts/foundations.

The majority of responding community foundations, operating trusts and private trusts/foundations produce a publicly available annual report with audited accounts while family and corporate trusts/foundations were much less likely to do so.

More than one third (22 or 35%) produce a publicly available distribution report listing grant recipients and the amount of grants made. Three trusts/foundations indicated that while they produced annual reports with audited accounts, these were not publicly available.

Other publicly available reporting documents listed were:

- Audited financial accounts (2 responses)
- Websites (3 responses)
- List of grant recipients without amounts of grant received (1 response)
- Six monthly report (one response)
- Newsletters (5 responses).

Thirty-nine (or 62% of all survey respondents) have a written investment policy and six (9% of all respondents) have a written ethical investment policy.

Six respondents had both types of policy. These findings do not rule out the possibility that the issue of ethical investments may be addressed in the investment policies of some respondents who did not indicate that they had a separate written ethical investment policy.

Almost two thirds of respondents were aware of the Philanthropy Australia Voluntary Code of Practice but one third was not.

Composition of board

The most common type of written policy on board composition is that relating to the appointment of board members/trustees with 41 or 65% of responding trusts/foundations reporting they had such a policy.

The next most common policies in descending order were:

- Maximum/minimum terms (31 or 49%)
- Conflict of interest policies (27 or 43%).

Policies on gender equity, racial diversity and skills diversity were far less common.

Discretionary grants

Discretionary grants by board members/trustees were the exception among responding trusts/foundations. Only five respondents (8%) permitted discretionary grants. Four of these five responses were from family trusts/foundations.

The average/median per project upper limit on discretionary grants for those trusts/foundations that permit them was \$6,625. The highest allowed was \$15,000.

Liability insurance

The majority of responding trusts/foundations (40 or 64%) have liability insurance to protect their board members/trustees. Nearly all responding community foundations, operating trusts and private trusts/foundations had liability insurance. Trusts/foundations least likely to have such insurance were family trust/foundations.

2.5 Management structure

2.5.1 Outsourcing of management functions

The majority of survey respondents (77%) do not outsource all or part of the management of their trust/foundation. However, since no trustee companies contributed data to the 2002 survey on behalf of the many trusts/foundations they manage, this finding cannot conclusively indicate that outsourcing all or part of the management of trusts/foundations in Australia is uncommon.

The most common functions to be outsourced are financial functions and legal functions.

2.5.2 Use of investment advisers

More than half of responding trusts/foundations (37 or 59%) managed at least a portion of their investment portfolio in the previous year and almost half (31 or 49%) used an external investment adviser.

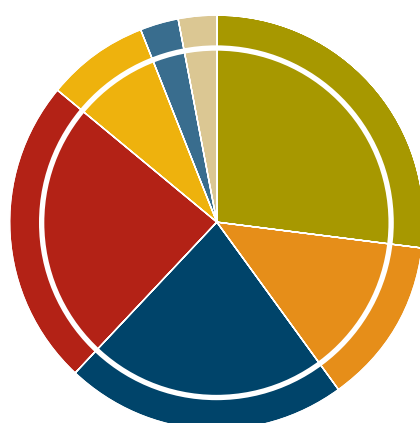
2.5.3 Staffing and salary levels

The majority (46 or 73%) of responding trusts/foundations do employ some paid staff, however the number of paid staff is generally low (a median of 3).

Despite the low numbers of paid staff working in responding trusts/foundations, little use appears to be made of volunteers to perform administrative tasks. Only 22 (or 35%) of respondents indicated that they used volunteers for this purpose. Two trusts/foundations each reported 500 volunteers, but overall, the median for effective full-time number of volunteers was only one.

The majority of respondents have either no paid staff (27%) or less than five paid staff (59%). Even the organisation with the greatest number of paid staff has only 35 in total.

Table 6: Paid staff in responding trusts/foundations



No staff	27%
Less than 1	13%
1 to 2 staff	22%
2 to 5 staff	24%
5 to 10 staff	8%
10 to 20 staff	3%
More than 20 staff	3%

While all respondents were willing to indicate whether or not their trust/foundation had paid staff, there appeared to be a certain level of unwillingness to disclose details of staff salary levels.

Of the 46 trusts/foundations with some paid staff, four provided no further detail on position titles or salaries; five provided position titles only; and three provided position titles and salaries for support staff but withheld salary details for their CEO.

The range of paid staff position titles provided was extremely varied: nine different titles were provided for Executive Officer or equivalent position; 72 different position titles for other paid staff positions. (For a full list of paid staff position titles, see Q10. in Appendix to this report).

These position titles and their related salary levels were grouped according to function and approximate levels of responsibility to arrive at the following broad position and salary categories for personnel employed by trusts/foundations:

Table 7: Salary ranges for the most common types of paid staff

Position type	Effective full-time salary range
CEO/Executive Director	\$80,000 - \$160,000
Executive Officer/ Administrator/General Manager/ Manager	\$35,000 - \$100,000
Deputy Director	\$70,000 - \$100,000
Executive Assistant/ Personal Assistant	\$30,000 - \$48,000
Accountant/Bookkeeper	\$40,000 - \$60,000
Accounts Clerk/Finance Officer	\$32,000 - \$50,000
Office Manager/ Office Coordinator	\$30,000 - \$48,000
Administrative Assistant/ Administrative Officer	\$30,000 - \$40,000
Receptionist	\$35,000 - \$37,000
Senior Program Manager/ State Manager	\$60,000 - \$125,000
Program Manager	\$40,000 - \$100,000
Project Officer	\$30,000 - \$90,000

2.5.4 Administrative costs

Forty trusts/foundations (or 63% of all respondents) provided information on the total amount spent on their administration costs (including salaries, rent, office supplies, professional service fees, communication costs, printing, publications, board fees and expenses, etc).

Administration expenses ranged from a low of \$100 per annum (a small family foundation) to more than \$29 million (a very large operating trust/charitable institution with a national brief).

Ten responding trusts/foundations had administration expenses in excess of \$500,000 per annum. Operating trusts were the most common type of trust in this group (4 out of 10).

Family trusts/foundations were the most common type of trust/foundation to have administration expenses of less than \$100,000 (6 out of 15).

Annual average administration costs were \$1,159,161 and the median was \$208,987.

2.6 Assets and Investments

2.6.1 Source and value of operating funds

The majority (53%) of responding trusts/foundations source all or part of their operating funds from a corpus or endowment of capital funds. Thirty-one (or 49%) source all their operating funds from a corpus or endowment of capital funds. Sixteen (or 25%) operate solely on the basis of an annual allocation from a parent company. Two respondents (3%), both corporate trusts/foundations, indicated that they operated on the basis of both a corpus or endowment of capital funds and an annual allocation from a parent company. Eleven respondents (18%) indicated that their operating funds came from neither source. The remaining four respondents (5%) did not answer questions 54 or 55.

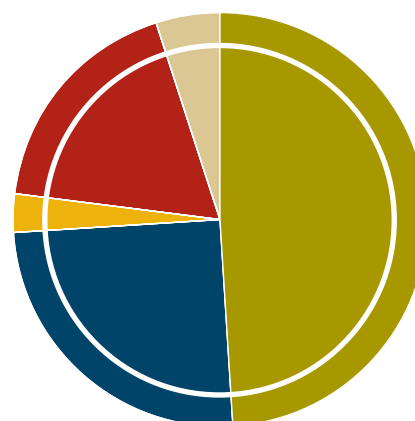
Annotations by some respondents indicated that neither funding option provided (Q53 or Q55) was appropriate for their trust/foundation. For example, two respondents reported they source their operating funds via direct payroll deductions or fundraising by employees of a particular company. These respondents obviously did not consider that 'an annual allocation from a parent company', accurately described the means by which they source their operating funds.

The value of the capital funds of the 30 trusts/foundations that provided this information (Q54) totalled \$466,192,160.

The average value of capital funds for each of these trusts/foundations was \$15,539,739 (median \$7,000,000).

The total value of annual allocations made to the 15 trusts/foundations that supplied this information (Q56) was \$56,786,931.

Table 8: Source of operating funds



Corpus or endowment of capital funds only	49%
Annual allocation only	25%
Both sources	3%
Neither source	18%
No response	5%

The average annual allocation from a parent company for these 15 trusts/foundations was \$2,816,667 (median \$1,570,000).

2.6.2 Income earned

Forty-two respondents (67%) provided information on income earned by their trust/foundation in their last financial year. The total value of income earned by these 42 respondents was \$107,565,946.

The average income earned by these 42 respondents was \$2,561,094 (median \$990,000). It is important to note, however, that in the question on which the above income findings are based (Q57), respondents interpreted the term 'income earned' in a variety of ways. For some, it appeared the figure supplied was strictly income earned on investments while others appeared to include in their response the value of their annual allocation from a parent company or income earned through fundraising activities. Consequently it is difficult to draw firm conclusions from the data supplied in response to this question.

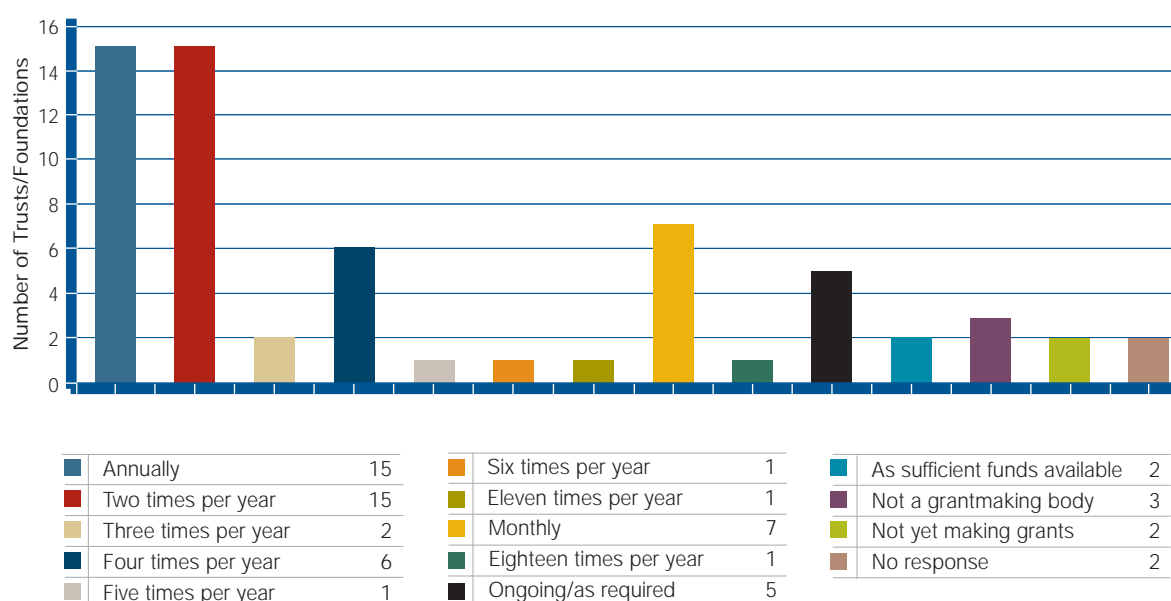
In subsequent surveys 'income earned' will need to be clearly defined to enable a more valid analysis of the results.

Section 3: Grantmaking policies and practices

3.1 Grantmaking frequency

The most common grantmaking frequencies were equally once a year or twice a year (annually – 24%; twice a year – 24%).

Table 9: Grantmaking frequency



3.2 Multi-year funding

The majority of respondents (44 or 70%) will fund projects that require multi-year funding.

3.3 Lodgement of grant applications

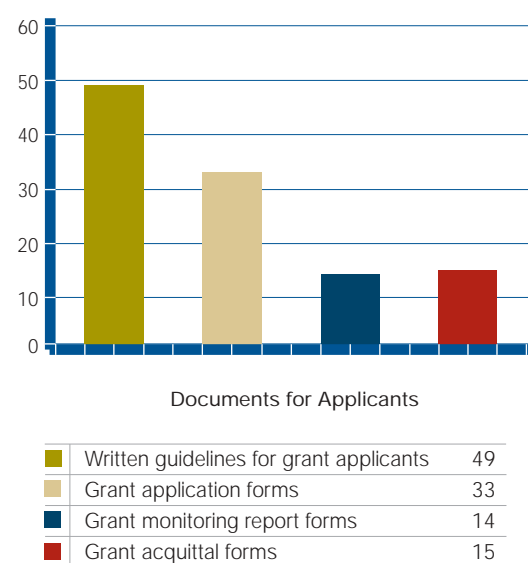
Less than half of all respondents (27 or 43%) permit electronic lodgement of grant applications.

3.4 Information for grant applicants

The most common means of providing information to grant applicants is through written guidelines for applicants. More than three quarters of all survey respondents (49 or 78%) have such written guidelines available.

More than half (52%) of all survey respondents produce grant application forms, but grant monitoring report forms and acquittal forms are much less common (22% and 24% respectively).

Table 10 – Methods of informing grant applicants



3.5 Restrictions on grant applicants

3.5.1 Legal requirements

The most common mandatory requirement for grant applicants was Deductible Gift Recipient (DGR) status (22 or 35% of all respondents). A further 10 trusts/foundations (16% of all respondents) prefer grant applicants to have DGR status.

The most common types of trust/foundation to insist applicants have DGR status were:

- Corporate trusts/foundations (8 out of 22)
- Family trusts/foundations (6 out of 22).

More than half the responding trusts/foundations also required (17 or 27%) or preferred (22 or 35%) that applicants had an Australian Business Number (ABN).

Fifteen trusts/foundations reported additional legal status requirements for grant applicants. The most frequent 'Other' requirements were: Incorporated not for profit status (4 responses); Must be individuals (3 responses).

Twenty-nine trusts/foundations (or 54% of responses for Q33) indicated that if a prospective applicant does not meet their legal status requirements they do consider such applicants if they are auspiced by an institution with the required legal status.

3.5.2 Geographic limitations

Almost half (44%) of respondents required (33%) or preferred (11%) applicants to operate in Australia and a further 42% require or prefer applicants to operate in a particular state or territory only.

3.5.3 Ineligible applicants and projects

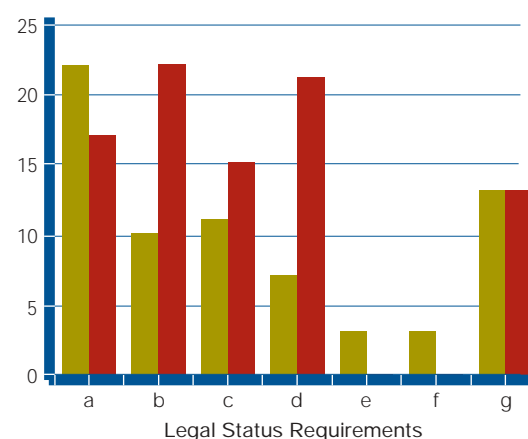
More than half of all respondents exclude the following types of grant applicant:

For-profit organisations	67%
Government organisations	60%
Political organisations	60%

Individuals are the next most-excluded type of applicant (49% of all respondents).

The single 'other' ineligible category of applicant was reported by an Indigenous community foundation where 'any non-Indigenous organisation' was ineligible to receive funding from this foundation.

Table 11: Legal status requirements for grant applicants



■ Preferred
■ Mandatory

		Preferred	Mandatory
a	Australian Business Number (ABN)	22	17
b	Deductible Gift Recipient (DGR) status	10	22
c	Income Tax Exempt Charity (ITEC) status	11	15
d	Exempt from state death duties	3	0
e	Exempt from Commonwealth estate duty	3	0
f	Operates only in Australia	7	21
g	Operates only in a particular state/territory	13	13

More than half of all survey respondents will not fund the following types of activities/purposes:

Political activities	68%
Deficit funding	63%
Fundraising	55%
Religious activities	54%
Provision of funds to other grantmakers	52%

3.6 Responsibilities for grantmaking

3.6.1 Attraction and selection of prospective grant applicants

Three quarters of responding trusts/foundations (47 or 75%) accept unsolicited applications for funding. In addition, 21 of these trusts/foundations also approach specific applicants to invite them to apply for funding.

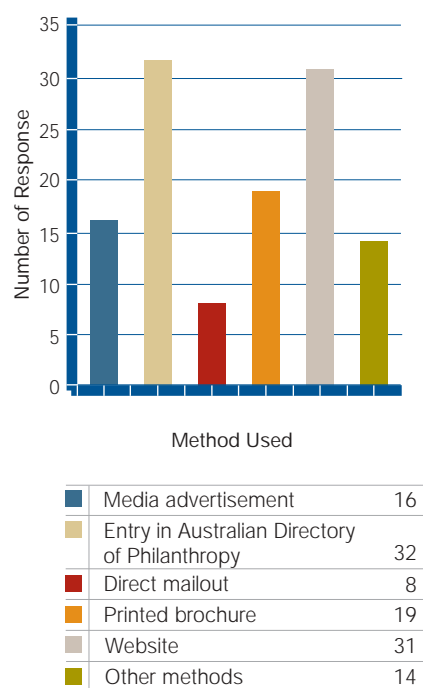
Twelve trusts/foundations (20% of responses) only accept applications by invitation. The most common types of trust/foundation to use this means of applicant selection were:

- Family trusts/foundations (3 out of 12 responses)
- Community trusts/foundations (3 out of 12 responses).

Those trusts/foundations that accept unsolicited applications use a range of methods to attract potential applicants. The most common method of attracting applicants (51% of all respondents) is through an entry in *The Australian Directory of Philanthropy*, published by Philanthropy Australia. Since the target group used for this survey was developed using Philanthropy Australia mailing lists, it is perhaps not unexpected that this should emerge as the most common means of attracting potential applicants. Trusts and foundations approaching specific applicants to apply for funding most commonly relied on board recommendations (30%) to select applicants, closely followed by recommendations from employees (25%) and outside experts (22%). Very few use Internet or library searches for this purpose (only 5 or 8% of all respondents).

Six respondents listed other methods of assembling a list of candidates to approach. These included: Recommendations from leadership of beneficiary; Professional and community networks; Committee recommendations; Fraternity recommendations; Government referrals.

Table 12: Methods to attract unsolicited applicants



* Other methods listed were: advice when requested; word of mouth; email networks; directories of other organisations; networks; conferences; community information seminars; referrals from professional body.

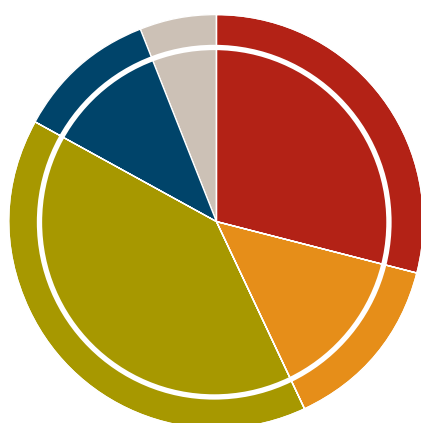
3.6.2 Assessing applications

Assessment of grant applications by a combination of both board and staff members was the most common way grant applications were assessed (25 or 40%).

Grantmaking decisions made solely by staff members were rare (only 14% of responses).

More than half the responding trusts/foundations (35 or 56%) consult with other funding bodies when assessing grant applications but less than half (29 or 46%) use outside experts to assist with their assessment process.

Table 13: Responsibility for assessing grant applications



Board members	29%
Staff members	14%
Combination of board and staff members	40%
Other*	11%
No response	6%

* For all seven 'Other' responses, a grant assessment committee was used to assess grant applications.

3.6.3 Monitoring of grant recipients

The great majority of responding trusts/foundations monitor their grant recipients (56 or 89%).

Compared to grant assessment where a combination of board and staff is the most common assessment practice, with grant monitoring, it is far more common for this activity to be the sole responsibility of trust/foundation staff members (30 or 54% of the 56 trusts/foundations that monitor applicants).

It is common for responding trusts/foundations to use both site visits and telephone interviews as part of the grant monitoring process (84% and 89% respectively of the trusts/foundations that monitor applicants) but only a minority of all respondents produce grant monitoring forms (22%) or grant acquittal forms (24%) to assist grant recipients.

3.7 Grantmaking priorities

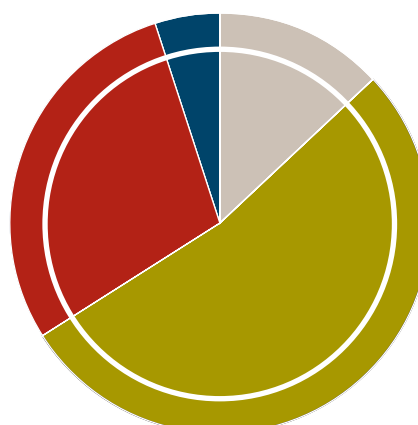
3.7.1 Program area priorities

All survey respondents, with the exception of one newly established community foundation that has yet to determine its grantmaking policies, nominated one or more program area priorities for grantmaking.

The most common program area priorities for grantmaking reported were:

Social services/welfare	59%
Health	57%
Education	49%

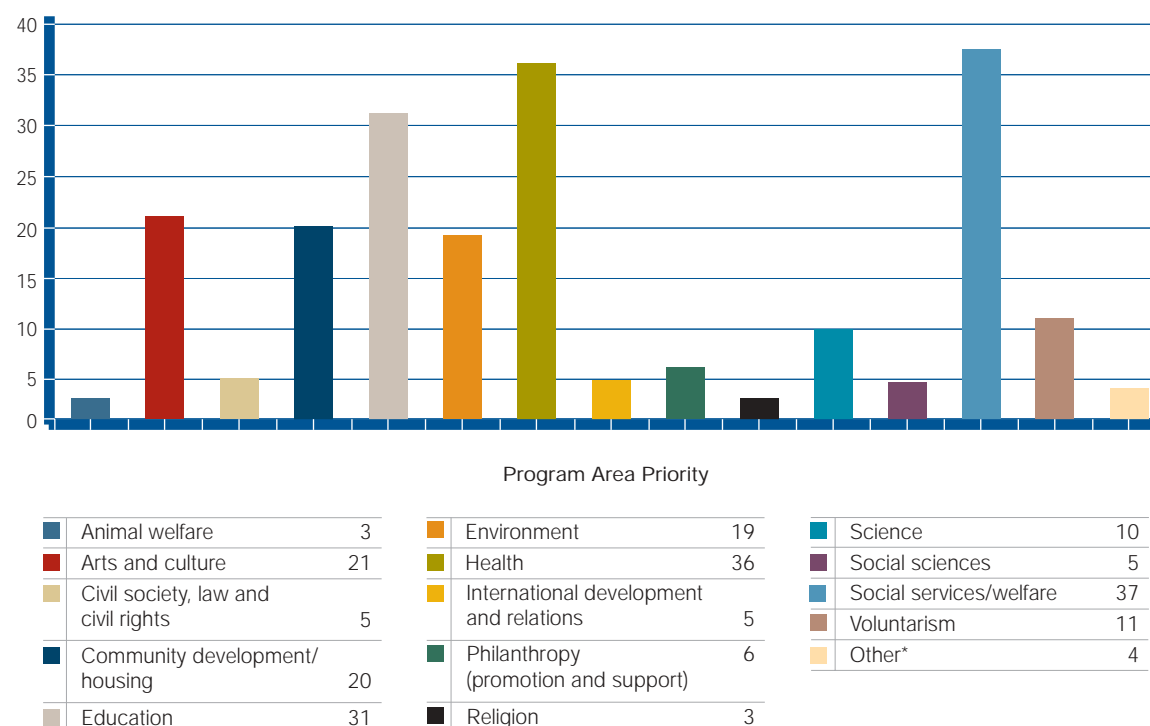
Table 14: Responsibility for monitoring grant recipients



Board members	13%
Staff members	53%
Combination of board and staff members	29%
Other*	5%

* Other means of monitoring grant recipients were: outside experts; secretary of the trust; medical and scientific advisory committee.

Table 15: Program area priorities for grantmakers



* The four 'Other' program area grantmaking priorities were: communications; information technology; economic development; camping for disadvantaged children.

3.7.2 Population group and geographic area priorities

Tables 16 and 17 below show population group and geographic grantmaking priorities for responding trusts/foundations.

The most common population group grantmaking priorities were:

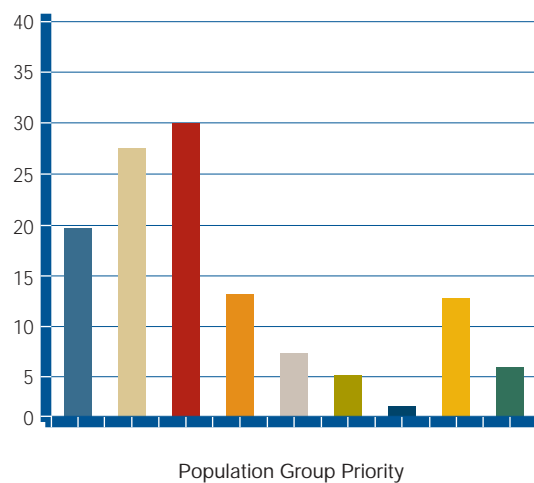
Youth	48%
Children	43%
Economically disadvantaged people	40%

Thirteen respondents (21% of all respondents) had no population group priorities. Five of the six 'Other' population groups listed were either members of a particular profession (e.g. teachers, artists, medical researchers) or people suffering from a particular illness (e.g. cancer, HIV/AIDS).

The majority of responding trusts/foundations (32 out of 63 or 51%) make particular states/territories or regions a priority in their grantmaking.

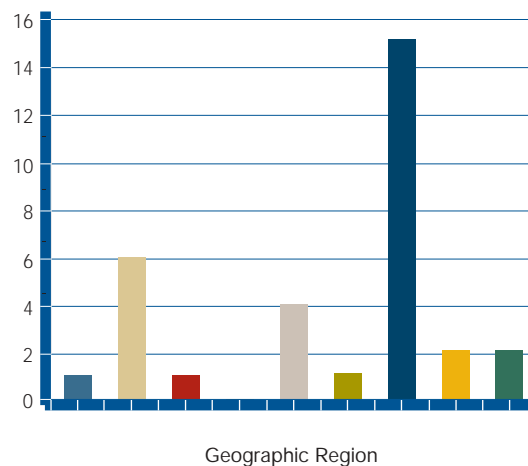
Two respondents selected more than one response for a particular state/territory (SA and NT; ACT and NSW).

Table 16: Population group priorities for grantmakers



Families	19
Children	27
Youth	30
Senior citizens	13
Women/girls	7
Men/boys	5
Gays/lesbians	1
Indigenous people	13
Immigrants	6

Table 17: Geographic grantmaking priorities



ACT	1
NSW	6
NT	1
QLD	0
SA	4
TAS	1
VIC	15
WA	2
Particular region/town only	2

Section 4: Grants made in last financial year

In this section, 'grants made' refers to actual amount of grant monies paid in the last financial year for each trust/foundation (as opposed to funds committed).

Because not all trusts/foundations use the same accounting year period, data for grants made relates to the most recent complete financial year for each trust/foundation, which may or may not be the 2001 calendar year or the 2001–02 financial year.

4.1 Success rate for applicants

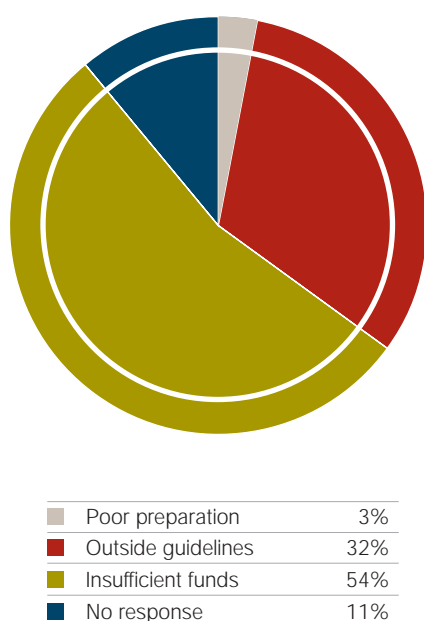
The total number of grant applications received by all survey respondents for their last financial year was 19,257.

The total number of grants made by all respondents in their last financial year was 5,281.

This represents a 27% applicant success rate overall.

In the opinion of more than half all respondents (54%), the main reason given for application failure was insufficient funds to satisfy all suitable applicants, although almost one third of responding trusts/foundations (32%) considered that the main reason for failure was that applicants failed to meet the grantmaking guidelines of their trust/foundation.

Table 18: Main reason for application failure



4.2 Rate of grant applications

The average number of grant applications received per trust/foundation was 357 (median 111).

The average number of grants made per trust/foundation was 93 (median 23).

The five trusts/foundations receiving more than 1,000 applications in their last financial year comprised:

Corporate trusts/foundations	2
Government body	1
Private trust/foundation	1
Family trust/foundation	1

A corporate trust/foundation received the highest number of applications (3,177) and a family trust, the lowest (5 applications).

A government body made the greatest number of grants in the year (1,546) and a family trust/foundation the least (2 grants).

There was one other government body that received only one application and made only one grant but its donations and grantmaking programs were suspended in the period relating to this survey.

4.3 Value of grants made

4.3.1 Total value of grants made

Fifty-six trusts/foundations (or 89% of all respondents) supplied information on the total value of grants made in their last financial year.

The total value of these grants was \$140,455,651.

The 17 trusts/foundations that made grants worth more than \$1 million in total comprised:

Corporate trusts/foundations	4
Government bodies	4
Operating trusts/foundations	3
Private trusts/foundations	3
Community trusts/foundations	2
Family trust/foundation	1

The largest amount granted in total by a single trust/foundation (a government body) was \$46,349,785.

4.3.2 Value of largest grant made

Fifty-six trusts/foundations (or 89% of all respondents) supplied information on the value of the single largest grant made in their last financial year.

The size of the single largest grant ranged from a low of \$900 (a community foundation) to a high of \$3,686,400 (a government body).

The average size of the largest single grant for each trust/foundation was \$276,963 and the median was \$55,000.

The five trusts/foundations whose largest grant was \$1 million or more comprised:

Corporate trusts/foundations	2
Government bodies	2
Family trust/foundation	1

The value of the largest grant made by the majority of respondents (59%) was less than \$100,000.

4.3.3 Value of smallest grant made

Fifty-seven trusts/foundations (or 90% of all respondents) supplied information on the value of the single smallest grant made in their last financial year.

The size of the single smallest grant ranged from a low of \$50 (an operating trust/foundation) to a high of \$60,000 (a family trust/foundation).

The average size of the smallest single grant for each trust/foundation was \$6,317 and the median was \$1,480.

The five trusts/foundations whose smallest grant was more than \$100,000 comprised:

Corporate trusts/foundations	3
Operating trust/foundation	1
Family trust/foundation	1

The value of the smallest grant made by more than half the respondents (51%) was less than \$1,500.

4.3.4 Average amount of grants made

Fifty-seven trusts/foundations (or 90% of all respondents) supplied information on the average size of grants made in their last financial year.

The median of these averages was \$14,500.

More than half the respondents (58%) have an average grant size of less than \$20,000.

4.3.5 Comparison of value of grants made with administration costs

Thirty-four respondents provided information both on their administration budget (Q13) and the total value of grants made in their last financial year (Q48). Both sets of data were used to compare administration costs in relation to grants made.

The resulting median for administration costs as a percentage of grants made was 27%. In other words, for every \$100 granted, \$27 was spent on administration costs.

Of the 33 respondents used in this comparison, only four had administration costs higher than the total value of grants made and one of these had suspended its donations and grantmaking programs in the year under consideration.

4.3.6 Comparison of value of grants made with income earned

Thirty-nine respondents provided information both on income earned in their last financial year (Q57) and the total value of grants made in their last financial year (Q48). Both sets of data were used to compare the value of grants made with income earned.

The resulting median for grants made as a percentage of income earned was 65%. In other words, for every \$100 income earned, \$65 was given away in the form of grants.

However, as previously mentioned in Section 2.6.2 (Income earned), because the term 'income' was not defined in the questionnaire (Q57), in calculating 'income earned' respondents interpreted the 'income' in different ways.

Because of this lack of consistency in the composition of responses to Q57, the above result on value of grants compared to income earned is open to question.

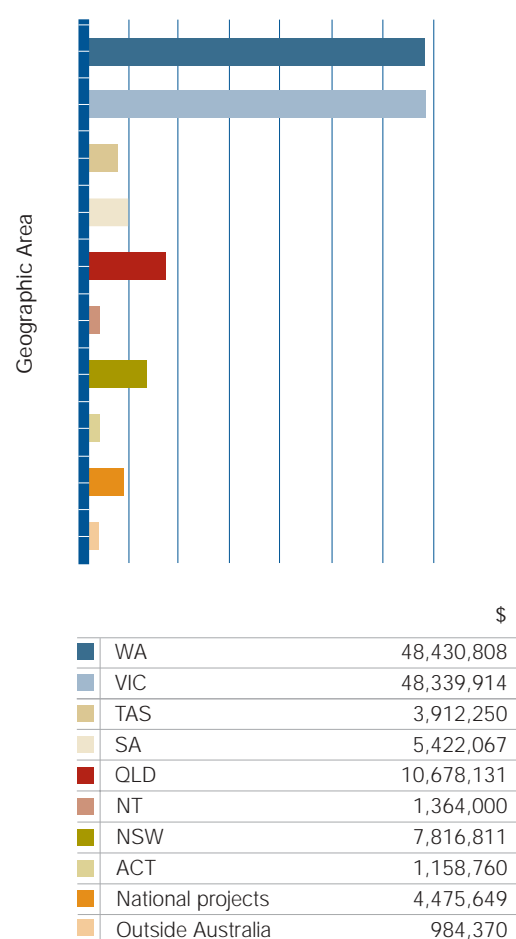
4.4 Distribution of grants made

4.4.1 Geographic distribution

Five survey respondents indicated that in addition to the geographic categories provided in the questionnaire, they made grants for projects that were 'national' in scope and so did not allocate these monies to any particular state or territory. As these amounts were significantly large (\$4,475,649 in total) the category 'National projects' has been added to the geographic categories used in the graph below.

Section 4: Grants made in last financial year continued

Table 19: Total value of grants made according to geographic location of grant recipients



As the graph above clearly demonstrates, Western Australia (\$48,430,808) and Victoria (\$48,339,914) received the highest total amounts of grant funds in the year under consideration, however, because of the small size of the survey sample compared to the probable total number of Australian philanthropic trusts/foundations, the annual totals in the graph cannot be interpreted as an accurate picture of the whole sector.

In addition, the size of the Western Australian total was due largely to grants made by a single Western Australian government body (\$46,349,785). The Victorian total was made up of grants by 34 trusts/foundations compared with only 14 in the case of Western Australia.

The survey data on geographic distribution of grants does, however, accurately indicate a direct connection between the geographic location of a trust/foundation and the state or territory to which it directs most of its grants.

As mentioned in the earlier sections on geographic limitations for grant applicants and geographic grantmaking priorities, more than half the responding trusts/foundations restrict their grantmaking to a particular state or territory.

As might be expected, the particular state or territory to which trusts/foundations restrict their grantmaking is most often that in which the trust/foundation is located. This is the case for 26 out of the 32 trusts/foundations (81%) that make a particular state/territory or region a grantmaking priority.

Table 20: Relationship between trust/foundation location and grant recipient location for responding trusts/foundations that grant Australia-wide

State/territory	No. of trusts and foundations that grant Australia-wide*	No. of times greatest amount received by trust/foundation home state
ACT	0	0
NSW	7	6
NT	0	0
QLD	2	1
SA	0	0
TAS	1	1
VIC	18	14
WA	0	0

* Data in the second column includes trusts/foundations that:

- Grant Australia-wide and internationally or Australia-wide only (see Q32 and Q34 in Appendix); and
- Also provided data on the geographic distribution of their grants in the past financial year (Q49).

In addition, a similar tendency is even apparent with responding trusts/foundations that grant Australia-wide. With these trusts/foundations, the largest amount granted tends to be directed to recipients in the home state of the granting body. This was particularly the case with Victorian-based trusts/foundations, as shown in Table 20 on the previous page:

This apparent tendency to direct grants to the home state of the granting body, combined with the fact that Victorian trusts/foundations are the largest group in this 2002 survey, helps to explain why Victoria received the second greatest total of grants received in the year being considered.

4.4.2 Distribution by program area

Data from Q50 of the questionnaire indicated that the top four program areas receiving the most support were:

Value of all grants made	%
1. Health	30%
2. Social services/welfare	19%
3. Education	15%
4. Arts and culture	11%

It is interesting to compare the above ranking with the findings of the Australian Bureau of Statistics (ABS) 2000–01 Business Generosity Survey in which the four activities receiving most donations (as opposed to sponsorship) from Australian business were:

Value of all donations made	%
1. Community service and welfare	41%
2. Sports and recreation*	19%
3. Health	15%
4. Education and training	12%

(ABS: 2002, Table 3, p.5)

* There was no separate category for sports and recreation in the 2002 Philanthropy Australia Survey. Also, almost half the Philanthropy Australia respondents (44%) reported that their trust/foundation does not make grants to sporting organisations.

In terms of the total financial value of grants made by responding trusts/foundations:

- Family trusts/foundations gave most in the areas of Health, Arts and Culture and Environment
- Private trusts/foundations gave most in the areas of Social Services/Welfare, Education and Community Development/Housing

- Corporate trusts/foundations gave most in the areas of Health, Social Services/Welfare and Education (which, although in a different order, is in keeping with the donating priorities of Australian businesses identified in the previously cited ABS Business Generosity Survey)
- Community trusts/foundations gave most in the areas of Health, Philanthropy (promotion and support) and Social Services/Welfare
- Operating trusts/foundations gave most in the areas of Health, Social Services/Welfare and Education
- Government trusts/foundations gave most in the areas of Arts and Culture, Education and Social Services/Welfare

Table 21: Total value of all grants made by program area

Program area	Total value* of all grants made
1. Health	\$14,115,338
2. Social services/welfare	\$8,861,176
3. Education	\$6,892,451
4. Arts and culture	\$5,191,800
5. Community development/housing	\$3,259,741
6. Environment	\$2,703,103
7. Philanthropy (promotion and support)	\$1,828,000
8. Sciences	\$1,793,750
9. International development and relations	\$1,548,545
10. Social sciences	\$518,000
11. Civil society, law, and civil rights	\$237,456
12. Religion	\$30,000
13. Animal welfare	\$nil

The above table is arranged in descending order according to total value of all grants made.

* Total value lacks data from three respondents to Q50 as these three trusts/foundations provided the information as number of grants made or a percentage of grants made rather than dollar amounts.

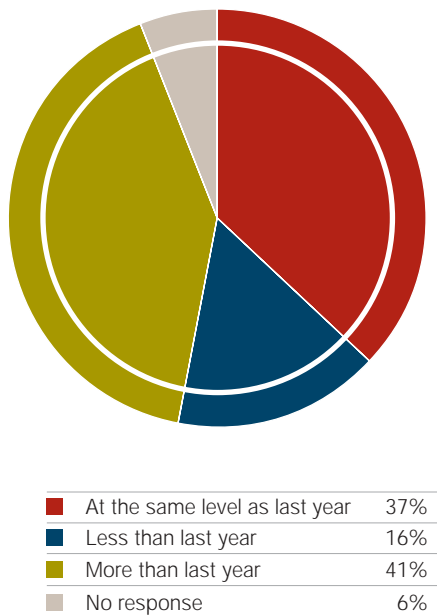
A comparison of the rankings for total value of grants made by program area (Q50) with those for program area priorities (Q35) reveals that apart from some minor variations in ranking, there is a high degree of alignment between priorities set by trusts/foundations and the program areas to which they actually direct their grants.

Although in a different ranking order, there was also a strong correlation between the three most common program area priorities nominated by responding trusts/foundations and the program areas actually receiving the highest total value grants.

4.5 Grantmaking projections for the current year

Encouragingly, 41% of trusts/foundations project that they will award more grants in their current financial year than they did in the previous year and only a small minority (16%) expect to make less grants.

Table 22: Grantmaking projections for current year



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Appendix: Detailed summary of responses to survey questionnaire

Note: In the following tables, unless otherwise specified, percentages are based on the total number of questionnaire respondents (63) and are rounded to the nearest whole number. The number one is rounded down to 1% or up to 2% depending on other values in each table in which it occurs.

Respondents by state of location

State	Rec'd questionnaire	Returned questionnaire	% returned by state
ACT	5	0	0%
NSW	49	13	27%
NT	1	0	0%
QLD	12	4	33%
SA	9	4	44%
TAS	6	2	33%
VIC	105	35	33%
WA	9	2	22%
Anonymous returns	-	3	3%
Total	196	63	32% return rate

Section 2: Profile of your trust/foundation

Q1. Which of the following best describes the type of your philanthropic trust/foundation? (select only one):

Type of trust/foundation	No of responses	As %
Family trust/foundation (in which the donor's family plays a significant governance role)	10	16%
Private trust/foundation (in which the donor's family does not play a significant role)	8	13%
Corporate trust/foundation (established by a for-profit business and may or may not be funded by that business)	13	21%
Community trust/foundation (established to support the needs of a particular community, usually defined geographically)	12	19%
Operating trust/foundation (a body that disburses some philanthropic funds but also actively seeks funds to conduct its own programs)	11	17%
Other type of trust/foundation	8	13%
No response	1	1%
Total	63	100%

Q2. Which of the following best describes the legal status of your philanthropic trust/foundation? (select only one):

Legal status of trust/foundation	No of responses	As %
Ancillary fund (receives gifts from the public and makes grants only to those with Deductible Gift Recipient (DGR) status)	8	13%
Prescribed private fund (prescribed by the regulations of Income Tax Assessment Act 1997 [ITAA97] as having DGR status)	7	11%
Private charitable trust (established by an individual family by trust deed or will)	11	17.5%
Charitable institution (operational charity established as a company, incorporated association or other corporate)	23	36%
Other legal status	13	21%
No response	1	1.5%
Total	63	100%

Q3. In which year was your philanthropic trust/foundation founded?

Year range	Number established	As %
19th Century	3	5%
Pre-1950	1	2%
1950s	3	5%
1960s	3	5%
1970s	6	9%
1980s	14	22%
1990s	22	35%
2000s	11	17%
Total	63	100%

Q4. Which form of financial year is used by your philanthropic trust/foundation? (select only one)

Type of financial year	No of responses	As %
July 1 – June 30	48	76%
Calendar year (Jan 1 – Dec 31)	13	21%
Other type of financial year	1	2%
No response	1	1%
Total	63	100%

Section 3: Management of your trust/foundation

Q5. Is all or part of the management of your trust/foundation outsourced to a management service?

	No of responses	As %
Yes	21	33%
No	42	77%
Total	63	100%

Q6. If YES, what part(s) of the management of your trust/foundation is/are outsourced? (more than one response may be selected)

Outsourced part of management	No of responses	As %
Entire operations	4	19%
Administrative functions	4	19%
Financial functions	11	52%
Investment functions	9	43%
Legal functions	11	52%
Taxation functions	9	43%

Percentage is based on total number (21) of trusts/foundations that selected YES option in Q5.

Q7. Which of the following types of organisation do you use to manage all or part of your trust/foundation? (more than one response may be selected)

Type of outsourcing service	No of responses	As %
Accounting firm	12	57%
Law firm	8	38%
Trustee company	4	19%
Other	8	38%

Percentage is based on total number (21) of trusts/foundations that selected YES option in Q5.

Q8. Does your trust/foundation employ any paid administrative or professional staff?

	No of responses	As %
Yes	46	73%
No	17	27%
Total	63	100%

Q9. If YES, please indicate the total number of staff employed by your trust/foundation (expressed as a number of effective full-time (eft) staff, e.g. 3.5, 1.6 etc)

Total number of eft paid staff	214.65
Median	3
Average	4.7
Lowest	.25 (Family trust)
Highest	35 (Government organisation)
Number of responses to this question	46

By combining the results of Q8 and Q9:

No of eft paid staff	No of responses	As %
No paid staff	17	27%
<1	8	13%
1-2	14	22%
>2- 5	15	24%
>5-10	5	8%
>10-20	2	3%
>20	2	3%
Total	63	100%

Q10. Please list titles of all paid staff positions of your trust/foundation together with the effective full time annual salary range (excluding employer superannuation contributions) for each position:

Although 46 respondents to Q8 indicated that they had paid administrative staff, four of these (9%) provided no details of position titles and/or salaries for these paid staff positions in Q10. Some respondents to Q10 did not provide all required information, as shown below:

Type of response	No of responses	As %
Position titles and salaries provided	34	81%
Position titles and support staff salaries provided but CEO salary withheld	3	7%
Position titles provided without any salaries	5	12%
Total	42	100%

Paid staff position titles

Nine different titles were provided for Executive Officer or equivalent position and 72 different position titles for other paid staff positions.

Executive Officer or equivalent

Administration Coordinator
Administrator
Chief Executive Officer
Director
Executive Director
Executive Officer
Foundation Secretary and Administrator
General Manager
Manager

Other staff positions

Accountant
Accounts Clerk
Administration Coordinator
Administration Manager
Administration Officer
Administrative Assistant
Administrator
Assistant Manager
Assistant Program Coordinator
Assistant to Executive Secretary
Bequests Manager
Bookkeeper
Business Services Team Leader
Communication Coordinator
Company Secretary
Coordinator Policy and Planning

Creative Investments Manager
Cultural Liaison and IT Coordinator
Deputy Director
Deputy Executive Director
Education Coordinator
Education Manager
Events Manager
Executive Assistant
External Relations Manager
Finance Officer
Funding Officer
Funds Coordinator
General Manager Development and Communication
Grants and Administration Assistant
Grants and Administration Manager
Grants Administrator
Grants Manager
Grants Officer
House Managers
Initiative Manager
Junior Administrator
Liaison Officer
Manager
Manager Client Services
Manager Housing Program
Marketing Manager
Money Coordinator (Systems)
National Business Liaison Manager
National Coordinator
National Cultural Liaison Manager
National Partnerships Manager
Office Coordinator
Office Manager
Personal Assistant and Office Administrator
Personal Assistant
Program Coordinator
Program Director
Program Manager
Program Officer
Project Coordinator
Project Officer
Project Officer – Research
Projects Advocacy Coordinator
Public Relations Manager
Public Relations Officer
Receptionist
Research Coordinator
Research Manager
Secretariat Officer
Secretary
Secretary/Administrator
Senior Manager
Social Investments Manager
Social Worker
Special Projects
State Manager

Q11. Does your trust/foundation use volunteers to undertake any administrative work?

	No of responses	As %
Yes	22	35%
No	41	65%
Total	63	100%

Q12. If YES, how many volunteers does your trust/foundation have? (please calculate the number of volunteers as an effective full-time (eft) number, e.g. 3.5, 1.6 etc)

Total number of volunteers	1,048.8
Median	1
Average	50
Lowest	.2
Highest	500
Number of responses to this question	21

Q13. In your last financial year, what was the total amount spent on administration costs for your trust/foundation? (including salaries, rent, office supplies, professional service fees, communication costs, printing, publications, board fees and expenses, etc.)

Total administration budgets	\$46,366,442
Median	\$208,987
Average	\$1,159,161
Lowest	\$100 (Family trust/foundation)
Highest	\$29,319,853 (Operating trust/foundation)
Number of valid* responses to this question	40

* There was a total of 42 responses to this question but two of these did not supply dollar values for their administration budgets.

Administration costs in past year as a percentage of total value of grants made in past year (i.e. data from Q48)

Lowest	.3%
Highest	13,606.3%
Median	27%

Percentages were calculated by comparing the responses of the 33 respondents who answered both Q13 and Q48.

Section 4: Governance of your trust/foundation

Q14. How many members/trustees are on the board of your trust/foundation?

Total number of trustees	498
Median	7
Average	8
Lowest	2 (Family trust/foundation)
Highest	35 (Family trust/foundation)
Number of responses to this question	61

Q15. How many board meetings does your trust/foundation conduct each year?

Total number of meetings held	387
Median	4.5
Average	6
Lowest	1 (Family trust/foundation)
Highest	25 (Family trust/foundation)
Number of responses to this question	62

Q16. Does your trust/foundation compensate trustees/board members for their board service (as opposed to fees for any other professional services they may provide)?

	No of responses	As %
Yes*	10	16%
No	53	84%
Total	63	100%

* Five of the 10 'YES' responses were by government bodies.

Q17. If YES, is this compensation in the form of (select only one):

Type of compensation	No of responses	As %
Honorarium	1	10%
Director's fee/salary	6	60%
Other form of compensation*	3	30%
Total	10	100%

Percentage is based on total number of respondents who answered 'YES' to Q16.

* Three separate types of 'Other' compensation were listed – sessional fees; trustee's commission; and a chairman's allowance.

Two of the ten respondents to this question indicated that the majority of their board members decline the fee/honorarium to which they are entitled.

Q18. Please indicate the amount of compensation offered to a board member/trustee for board service (answer as applicable below):

Annual fee/honorarium*	Median \$7,000 per annum
	Average \$9,857 per annum
Fee/honorarium per board meeting	Median \$125 per meeting
	Average \$125 per meeting
Fee/honorarium per committee meeting	No responses

Three respondents to this question indicated that they paid their Chairman a higher fee/honorarium than that paid to ordinary board members. Data used in the above table does not include these higher amounts.

* Four of the seven trusts/foundations that pay their trustees/board members an annual fee/honorarium were government organisations.

Q19. Does your trust/foundation reimburse board members/trustees for expenses incurred while on business for your trust/foundation (e.g. cost of travel to attend board meetings)?

	No of responses	As %
Yes	26	41%
No	37	59%
Total	63	100%

Q20. Do any of your board members/trustees provide professional services for your trust/foundation?

	No of responses	As %
Yes	15	24%
No	45	71%
No response	3	5%
Total	63	100%

Q21. If YES, are these persons reimbursed for their provision of professional services?

	No of responses	As %
Yes	7	47%
No	8	53%
Total	15	100%

Percentage is based on total number of respondents who answered 'YES' to Q20.

Q22. Does your trust/foundation have liability insurance to cover your directors/trustees?

	No of responses	As %
Yes	40	64%
No	19	30%
No response	4	6%
Total	63	100%

Q23. Please indicate which of the following publicly available documents are produced by your trust/foundation: (more than one response may be selected)

Type of document	No of responses	As % of 63
Annual report (including audited financial accounts)	36	57%
Annual report (without audited financial accounts)	6	9%
Distribution report (listing of grant recipients and amount of grants made)	22	35%
Other*	14	22%

Percentage totals more than 100% as respondents could select more than one response.

* Other types of publicly available documents included: audited financial accounts (2 responses); websites (3 responses); list of grant recipients without amounts of grant received (1 response); six monthly report (1 response); newsletter (5 responses).

Q24. In relation to the appointment and composition of your board, please indicate whether your trust/foundation has written policies for any of the following: (more than one response may be selected)

Policies on board composition	No of responses	As % of 63
Appointment of board members/trustees	41	65%
Maximum/minimum terms for board members/trustees	31	49%
Conflict of interest for board members/trustees	27	43%
Gender equity	8	13%
Racial diversity	6	9%
Skills diversity	11	17%

Percentage totals more than 100% as respondents could select more than one response.

Q25. Are you aware of the Philanthropy Australia Voluntary Code of Practice?

	No of responses	As %
Yes	40	63.5%
No	20	31.7%
No response	3	4.8%
Total	63	100%

Section 5: Grantmaking policy and practices

Q26. How frequently are grants made by your trust/foundation? (select only one)

Frequency	No of responses	As %
Annually	15	24%
2 x pa	15	24%
3 x pa	2	3%
4 x pa	6	10%
5 x pa	1	1.5%
6 x pa	1	1.5%
11 x pa	1	1.5%
Monthly	7	11%
18 x pa	1	1.5%
Ongoing/as required	5	8%
As sufficient funds available	2	3%
Not a grantmaking body	3	5%
Not yet making grants	2	3%
No response	2	3%
Total	63	100%

Q27. Which of the following documents does your trust/foundation provide? (more than one response may be selected)

Documents for applicants	No of responses	As % of 63
Written guidelines for grant applicants	49	78%
Grant application forms	33	52%
Grant monitoring report forms	14	22%
Grant acquittal forms	15	24%

Percentage total more than 100% as respondents could select more than one response.

Q28. Does your trust/foundation accept grant applications electronically?

	No of responses	As %
Yes	27	43%
No	32	51%
No response	4	6%
Total	63	100%

Q29. Which of the following methods does your trust/foundation use to find grant applicants? (select only one)

Method for choosing grant applicants	No of responses	As %
We choose specific applicants and directly invite them to apply for funding	12	19%
We accept unsolicited applications for funding (i.e. applications from bodies not directly approached to apply for funding)	26	41%
We choose specific applicants and directly invite them and also accept unsolicited applications for funding	21	33%
Other methods*	1	2%
No response	3	5%
Total	63	100%

* The single 'Other' response was from a government body which stated 'We operate a donor preference arrangement'.

Q30. If your trust/foundation accepts unsolicited applications, which of the following means does your trust/foundation use to attract and inform prospective grant applicants? (more than one response may be selected)

Method to attract unsolicited applicants	No of responses	As % of 63
Media advertisement	16	25%
Entry in The Australian Directory of Philanthropy	32	51%
Direct mailout	8	13%
Printed brochure	19	30%
Website	31	49%
Other methods**	14	22%

Percentage total more than 100% as respondents could select more than one response.

* Forty of the 60 survey respondents (67%) supplied a website URL in the 'Contact Details' section of their questionnaire. Three anonymous questionnaires included no contact details, therefore website URL section not completed.

** Other methods were: advice when requested; word of mouth; email networks; directories of other organisations; networks; conferences; community information seminars; referrals from professional body.

Q31. If your trust/foundation approaches specific applicants and invites them to apply for funding, which of the following methods does your trust/foundation use to select applicants to approach? (more than one response may be selected)

Method to select applicants to approach	No of responses	As % of 63
Recommendations from board members	19	30%
Recommendations from your employees	16	25%
Recommendations from outside experts	14	22%
Talking with colleagues from other funding bodies	10	16%
Searching the web or library resources	5	8%
Other methods*	6	9%

Percentage totals more than 100% as respondents could select more than one response.

* Other methods were: recommendations from leadership of beneficiary; professional and community networks; committee recommendations; fraternity recommendations; government referrals.

Q32. Please indicate, by ticking the appropriate column, which (if any) of the following legal status requirements are mandatory or preferred for applicants for grants from your trust/foundation

Legal status	Preferred	As % of 63	Mandatory	As % of 63
Australian Business Number (ABN)	22	35%	17	27%
Deductible Gift Recipient (DGR) status	10	16%	22	35%
Income Tax Exempt Charity (ITEC) status	11	17%	15	24%
Exempt from state death duties	3	5%	0	0%
Exempt from Commonwealth estate duty	3	5%	0	0%
Operates only in Australia	7	11%	21	33%
Operates only in a particular state/territory	13	21%	13	21%

Percentage total more than 100% as respondents could select more than one response.

Other legal requirements for applicants

Fifteen trusts/foundations reported additional legal status requirements for grant applicants. The most frequent 'Other' requirements were: Incorporated not for profit status (4 responses); Must be individuals (3 responses).

Q33. If a prospective applicant does not meet the necessary legal status requirements of your trust/foundation, do you consider such applicants if they are auspiced by an institution with the required legal status?

	No of responses	As %
Yes	29	46%
No	25	40%
No response	9	14%
Total	63	100%

Q34. In which of the following geographic areas does your trust/foundation make grants?

Geographic region	No of responses	As % of 63
Australia-wide plus countries outside Australia	5*	8%
Australia-wide (i.e. all states territories)	26**	41%
Particular states/territories:		
Australian Capital Territory	1	2%
New South Wales	6	10%
Northern Territory	1	2%
Queensland	0	0%
South Australia	4	6%
Tasmania	1	2%
Victoria	15	24%
Western Australia	2	3%
Particular region/town only	2	3%

There were 60 respondents to this question but the percentage is calculated on total number of survey respondents (63) and total more than 100% as some respondents selected more than one response for a particular state/territory (e.g. SA and NT; ACT and NSW).

* In the past year, two of these five trusts/foundations gave the greatest amount to applicants located in the state in which the granting body was located (Victoria). One trust/foundation also commented on this category that 'grants made to international recipients are only to Australian recipients located overseas.'

** In the past year, 20 of these 26 trusts/foundations gave the greatest amount to applicants located in the state in which the granting body was located (NSW – 6; QLD – 1; TAS – 1; VIC – 12).

Q35. Which of the following program areas, if any, are grantmaking priorities for your trust/foundation? (more than one response may be selected)

Program area priority	No of responses	As % of 63
Animal welfare	3	5%
Arts and culture	21	33%
Civil society, law and civil rights	5	8%
Community development/housing	20	32%
Education	31	49%
Environment	19	30%
Health	36	57%
International development and relations	5	8%
Philanthropy (promotion and support)	6	10%
Religion	3	5%
Sciences	10	16%
Social sciences	5	8%
Social services/welfare	37	59%
Voluntarism	11	17%
Other*	4	6%

Percentage totals more than 100% as respondents could select more than one response. 62 of the 63 survey respondents nominated at least one program area priority. The only respondent which didn't is a newly established community trust/foundation.

* The four 'Other' program area grantmaking priorities were: communications; information technology; economic development; camping for disadvantaged children.

Q36. Which of the following population groups, if any, are grantmaking priorities for your trust/foundation? (more than one response may be selected)

Population group priority	No of responses	As % of 63
Families	19	30%
Children	27	43%
Youth	30	48%
Senior citizens	13	21%
Women/girls	7	11%
Men/boys	5	8%
Gays/lesbians	1	2%
Indigenous peoples	13	21%
Immigrants	6	10%
Economically disadvantaged people	25	40%
Refugees	6	10%
People with intellectual disabilities	13	21%
People with physical disabilities	19	30%
People with drug addiction	10	16%
People with alcohol addiction	9	14%
People with gambling addiction	3	5%
Offenders/ex-offenders	4	6%
Volunteers	5	8%
Other	6	10%

Percentage totals more than 100% as respondents could select more than one response.

* The six 'Other' population group grantmaking priorities were: people with cancer; early childhood, primary and secondary teachers; rural communities; artists; people with HIV/AIDS; medical researchers.

Q37. Which of the following types of applicant are NOT eligible for grants from your trust/foundation? (more than one response may be selected)

Ineligible applicants	No of responses	As % of 63
Individuals	31	49%
Applicants that have previously received a grant from our trust/foundation*	2	3%
For-profit organisations	42	67%
Government	38	60%
All schools**	23	36%
Government schools only	3	5%
Non-government schools only	2	3%
Universities	18	29%
Hospitals	17	27%
Peak bodies	20	32%
Political organisations	38	60%
Religious organisations	28	44%
Sporting organisations	28	44%
Other***	1	2%

Percentage totals more than 100% as respondents could select more than one response.

* One of the two responses only had a three year limit on reapplication by previously successful grant applicants.

** Seven of the 23 respondents that indicated all schools were ineligible to apply for funding from their trust/foundation had also indicated that 'education' was a funding priority for their trust/foundation.

*** The single 'Other' ineligible category was reported by an Indigenous community foundation which reported that 'Any non-Indigenous organisation' was ineligible to receive funding from their foundation.

Q38. Which of the following activities/purposes are NOT funded by your trust/foundation? (more than one response may be selected)

Ineligible activities/purposes	No of responses	As % of 63
Administration costs	20	32%
Building appeals or programs	30	48%
Building lease or rental	30	48%
Building maintenance	29	46%
Capital works	27	43%
Conferences	22	35%
Core operating costs	23	36%
Deficit funding	40	63%
Equipment purchase	10	16%
Equipment hire	14	22%
Films	21	33%
Fundraising	35	55%
Motor vehicles	25	40%
Personal study	30	48%
Political activities	43	68%
Printing	14	22%
Programs deemed to be responsibility of government and their agencies*	23	36%
Provision of funds to other grantmakers	33	52%
Recurrent costs	25	40%
Religious activities	34	54%
Research**	9	14%
Salaries/wages	14	22%
Scholarships/fellowships	14	22%
Surveys	17	27%
Travel (domestic and overseas)	20	32%
Travel (overseas only)	7	11%
Videos	14	22%
Other	0	0%

Percentage totals more than 100% as respondents could select more than one response.

* Due to a typesetting error, the tick box for this category appeared on the previous page of the questionnaire so some respondents may have missed this category when completing the questionnaire.

** Four of the nine respondents indicating that their trust/foundation did not fund 'research' had also indicated that 'health' was a functional priority for their organisation.

Q39. Does your trust/foundation ever fund projects requiring multi-year funding?

	No of responses	As %
Yes	44	70%
No	15	24%
No response	4	6%
Total	63	100%

Q40. Can individual members of your board make discretionary grants?

	No of responses	As %
Yes	5*	8%
No	56	89%
No response	2	3%
Total	63	100%

* Four of the five respondents that allow discretionary grants were Family trusts/foundations.

Q41. If YES, what is the maximum dollar amount per project placed on any such discretionary grants?

Median	\$6,625
Average	\$6,625
Lowest	\$500
	(Family trust/foundation)
Highest	\$15,000
	(Family trust/foundation)
Number of valid responses to this question*	4

* Five trusts/foundations indicated in Q40 that they allowed discretionary grants but one did not supply details of upper limit on such grants in Q41.

Q42. Who undertakes the assessment of grant applications received by your trust/foundation? (select only one)

Assessors for grant applications	No of responses	As %
Board members	18	29%
Staff members	9	14%
Combination of board and staff members	25	40%
Other*	7	11%
No response	4	6%
Total	63	100%

* All seven 'Other' responses indicated that a grant assessment committee was used to assess grant applications.

Q43. Does your trust/foundation consult with other funding bodies when assessing grant applications?

	No of responses	As %
Yes	35	56%
No	24	38%
No response	4	6%
Total	63	100%

Q44. Does your trust/foundation use outside experts to assist in your grant assessment process?

	No of responses	As %
Yes	29	46%
No	31	49%
No response	3	5%
Total	63	100%

Q45. Does your trust/foundation monitor its grantees?

	No of responses	As %
Yes	56	89%
No	4	6%
No response	3	5%
Total	63	100%

Q46. If YES, who undertakes the monitoring of grantees for your trust/foundation? (select only one)

Monitoring of grant recipients	No of responses	As %
Board members	7	12%
Staff members	30	54%
Combination of board and staff members	16	29%
Other*	3	5%
Total	56	100%

Percentage is based on the 56 respondents who answered 'YES' in Q45.

* Other means of monitoring grant recipients were: outside experts; secretary of the trust; medical and scientific advisory committee.

Q47(a). As part of the grant monitoring process, does your trust/foundation undertake site visits?

	No of responses	As % of 57
Yes	48	84%
No	9	16%
Total	57	100%

Q47(b). As part of the grant monitoring process, does your trust/foundation undertake telephone interviews?

	No of responses	As % of 55
Yes	49	89%
No	6	11%
Total	55	100%

Section 6: Grants made in the last financial year

Note: In the following questions, 'grants made' refers to actual amount of grant monies paid in the financial year (as opposed to funds committed).

Q48. In the last financial year for your trust/foundation, please provide the following information:

Total number of grant applications received by your trust/foundation

Total number of applications received by all respondents	19,257
Median	111
Average	357
Lowest*	5 (Family trust/foundation)
Highest	3,177 (Corporate trust/foundation)
Number of responses to this question	54

* There was one government body that received only one application but its donations and grantmaking programs were suspended in the period relating to this survey.

Total number of grants made by your trust/foundation

Total number of grants made by all respondents	5,281
Median	23
Average	93
Lowest	2 (Family trust/foundation)
Highest	1,546 (Government body)
Number of responses to this question	57

* There was one government body that made only one grant but its donations and grantmaking programs were suspended in the period relating to this survey.

Total value of grants made by your trust/foundation

Total value of grants made by all respondents	\$140,455,651
Median	\$478,413
Average	\$2,508,137
Lowest	\$3,213 (Community foundation)
Highest	\$46,349,785 (Government body)
Number of responses to this question	56

Amount of the largest grant made by your trust/foundation

Median	\$55,000
Average	\$276,963
Lowest	\$900 (Community foundation)
Highest	\$3,686,400 (Government body)
Number of responses to this question	56

Amount of the smallest grant made by your trust/foundation

Median	\$1,480
Average	\$6,317
Lowest	\$50 (Operating trust/foundation)
Highest	\$60,000 (Family trust/foundation)
Number of responses to this question	57

Average \$ amount of grants made by your trust/foundation

Median	\$14,500
Lowest	\$150 (Operating trust/foundation)
Highest	\$250,000 (Corporate trust/foundation)
Number of responses to this question	57

Q49. In the last financial year for your trust/foundation, what was the total amount of grants made in each of the following geographic areas?

Note: Three respondents to this question provided percentages or numbers of grants made in each region rather than dollar amounts. These responses have therefore been excluded from the following tables of results.

In addition five respondents indicated that they made grants for projects that were 'national' in scope and so did not allocate these monies to any particular state or territory. These amounts have therefore also been excluded from the following tables of results. (The amounts were: \$54,500; \$230,000; \$1,678,500; \$1,037,649; \$1,475,000).

Outside Australia

Total amount granted by all respondents	\$984,370
Median	\$100,000
Average	\$196,874
Lowest	\$6,000
Highest	\$650,000
Number of responses to this question	5

Australian Capital Territory

Total amount granted by all respondents	\$1,158,760
Median	\$73,760
Average	\$165,537
Lowest	\$15,000
Highest	\$795,000
Number of responses to this question	7

New South Wales

Total amount granted by all respondents	\$7,816,811
Median	\$263,800
Average	\$372,229
Lowest	\$5,000
Highest	\$1,500,000
Number of responses to this question	21

Northern Territory

Total amount granted by all respondents	\$1,364,000
Median	\$116,500
Average	\$170,500
Lowest	\$22,000
Highest	\$521,000
Number of responses to this question	8

Queensland

Total amount granted by all respondents	\$10,678,131
Median	\$250,000
Average	\$628,125
Lowest	\$5,000
Highest	\$6,900,000
Number of responses to this question	17

South Australia

Total amount granted by all respondents	\$5,422,067
Median	\$100,000
Average	\$417,082
Lowest	\$10,000
Highest	\$2,900,000
Number of responses to this question	13

Tasmania

Total amount granted by all respondents	\$3,912,250
Median	\$106,500
Average	\$434,706
Lowest	\$10,000
Highest	\$3,400,000
Number of responses to this question	9

Victoria

Total amount granted by all respondents	\$48,339,914
Median	\$276,762
Average	\$1,421,762
Lowest	\$3,213
Highest	\$23,000,000
Number of responses to this question	34

Western Australia

Total amount granted by all respondents	\$48,430,808
Median	\$114,705
Average	\$3,459,343
Lowest	\$5,000
Highest	\$46,349,785
Number of responses to this question	14

Q50. In your last financial year, if possible, please indicate the total amount of grants made by your trust/foundation in each of the following program areas:

Animal welfare

No respondents provided any data in this category

Education

Total amount granted by all respondents	\$6,892,451
Median	\$115,000
Average	\$313,293
Lowest	\$2,000
Highest	\$2,800,000
Number of responses to this question	22

Arts and culture

Total amount granted by all respondents	\$5,191,800
Median	\$87,250
Average	\$399,369
Lowest	\$4,000
Highest	\$3,500,000
Number of responses to this question	13

Environment

Total amount granted by all respondents	\$2,703,103
Median	\$86,733
Average	\$245,737
Lowest	\$5,000
Highest	\$800,000
Number of responses to this question	11

Civil society, law and civil rights

Total amount granted by all respondents	\$237,456
Median	\$25,000
Average	\$79,152
Lowest	\$10,000
Highest	\$202,456
Number of responses to this question	3

Health

Total amount granted by all respondents	\$14,115,338
Median	\$80,000
Average	\$522,790
Lowest	\$2,900
Highest	\$3,100,000
Number of responses to this question	27

Community development/housing

Total amount granted by all respondents	\$3,259,741
Median	\$111,006
Average	\$296,340
Lowest	\$20,000
Highest	\$835,655
Number of responses to this question	11

International development and relations

Total amount granted by all respondents	\$1,548,545
Median	\$224,185
Average	\$258,091
Lowest	\$3,000
Highest	\$650,000
Number of responses to this question	6

Philanthropy (promotion and support)

Total amount granted by all respondents	\$1,828,000
Median	\$25,000
Average	\$261,143
Lowest	\$5,000
Highest	\$741,000
Number of responses to this question	7

Social sciences

Total amount granted by all respondents	\$518,000
Median	\$61,500
Average	\$129,500
Lowest	\$30,000
Highest	\$365,000
Number of responses to this question	4

Religion

Only one respondent, a community foundation, provided an amount for grants given for religious purposes	
The total amount given was	\$30,000

Social services/welfare

Total amount granted by all respondents	\$8,861,176
Median	\$110,000
Average	\$369,216
Lowest	\$3,213
Highest	\$2,100,000
Number of responses to this question	24

Sciences

Total amount granted by all respondents	\$1,793,750
Median	\$400,000
Average	\$358,750
Lowest	\$40,000
Highest	\$885,750
Number of responses to this question	5

The types of trust that contributed the greatest total amount in each program area category were:

Program area	Type of trust/foundation	Total granted
Arts and Culture	Government trusts/foundations	\$3,516,000
Civil society, law and civil rights	Operating trusts/foundations	\$202,456
Community development/housing	Private trusts/foundation	\$1,451,736
Education	Government trusts/foundations	\$2,800,000
Environment	Government trusts/foundations	\$800,000
Health	Corporate trusts/foundations	\$5,845,500
International developments/relations	Operating trusts/foundations	\$653,000
Philanthropy (promotion and support)	Government trusts/foundations	\$741,000
Religion	Government trusts/foundations	\$30,000*
Sciences	Private trusts/foundations	\$929,750
Social Sciences	Operating trusts/foundations	\$365,000
Social services/welfare	Private trusts/foundations	\$2,959,265

* This total consisted of a single grant from one community foundation.

Q51. In the last financial year, which of the following reasons do you consider to be the MAIN reason grant applicants were not successful in receiving funds from your trust/foundation? (select only one response)

Main reason for application failure	No of responses	As %
The application was poorly prepared	2	3%
The application did not meet our grantmaking guidelines	20	32%
We did not have enough funds available to satisfy all suitable applicants	34	54%
No response	7	11%
Total	63	100%

Q52. In your present financial year, do you anticipate the total amount of grants which will be made by your trust/foundation will be (select only one):

Grantmaking projections	No of responses	As %
At the same level as last year	23	37%
Less than last year	10	16%
More than last year	26	41%
No response	4	6%
Total	63	100%

Section 7: Trust foundation assets

Q53. Does your trust/foundation operate on the basis of a corpus or endowment of capital funds?

	No of responses	As %
Yes	33	53%
No	26	41%
No response	4	6%
Total	63	100%

Q54. If YES, what was the total value of the capital funds of your trust/foundation at the end of your last financial year?

Total value of capital funds of all respondents	\$466,192,160
Median	\$7,000,000
Average	\$15,539,739
Lowest	\$93,000 (Community foundation)
Highest	\$130,000,000 (Corporate trust/foundation)
Number of responses to this question	30

Q55. Does your trust/foundation operate on the basis of an annual allocation from a parent company?

	No of responses	As %
Yes	18	29%
No	38	60%
No response	7	11%
Total	63	100%

Q56. If YES, what was the total value of the annual allocation for your trust/foundation at the end of your last financial year?

Total value of annual allocation of all respondents	\$56,786,931
Median	\$1,570,000
Average	\$2,816,667
Lowest	\$25,000 (Family trust/foundation)
Highest	\$26,000,000 (Government body)
Number of responses to this question	30

Q57. What was the total amount of income earned by your trust or foundation in the last financial year?

Total value amount of income for all respondents	\$107,565,946
Median	\$990,000
Average	\$2,561,094
Lowest	\$5,987 (Operating trust/foundation)
Highest	\$35,736,016 (Operating trust/ foundation)
Number of responses to this question	42

Note: In examining the responses to this question, it became clear that in subsequent surveys 'income earned' will need to be clearly defined as respondents interpreted 'income earned in different ways. For some, it was strictly income earned on investments while others also included their annual allocation or income earned through fundraising activities.

Q58. Please indicate whether your trust/foundation has written policies for either of the following: (more than one response may be selected)

	No of responses	As % of 63
Investment policy	39	62%
Ethical investment policy	9	14%

Q59. Was any portion of your investment portfolio of your trust/foundation managed internally in the last financial year?

	No of responses	As %
Yes	37	59%
No	18	28%
No response	8	13%
Total	63	100%

Q60. Does your trust/foundation use an external investment adviser?

	No of responses	As %
Yes	31	49%
No	26	41%
No response	6	10%
Total	63	100%

Index to tables and graphs

Table	Page
1 Comparison of Australian, New Zealand and United States surveys	7
2 Geographic location of survey target group and respondents	9
3 Establishment date of responding trusts/foundations	10
4 Types of trusts/foundations	10
5 Legal status of trusts/foundations	10
6 Paid staff in responding trusts/foundations	12
7 Salary ranges for the most common types of paid staff	12
8 Source of operating funds	13
9 Grantmaking frequency	14
10 Methods of informing grant applicants	14
11 Legal status requirements for grant applicants	15
12 Methods to attract unsolicited applicants	16
13 Responsibility for assessing grant applications	17
14 Responsibility for monitoring grant recipients	17
15 Program area priorities for grantmakers	18
16 Population group priorities for grantmakers	19
17 Geographic grantmaking priorities	19
18 Main reason for application failure	20
19 Total value of grants made according to geographic location of grant recipients	22
20 Relationship between trust/foundation location and grant recipient location for responding trusts/foundations that grant Australia-wide	22
21 Total value of all grants made by program area	23
22 Grantmaking projections for current year	24

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